

Center for Rural Entrepreneurship

Orientation TAC Meeting

Rural Maryland Transfer of Wealth Opportunity Project

March 28, 2017

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Center for Rural Entrepreneurship

Charlotte Davis

Welcome – Introductions – Project Rationale

College of Southern Maryland's Role

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Center for Rural Entrepreneurship

Don Macke

Center Team Introductions – Session Overview

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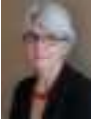

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## Don, Deb, Cathy, Dana & Eric

Methodology – Ground-Truthing Process



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## Orientation Flow



1. Welcome, etc.
2. Center Team & Session Review
3. America's TOW Opportunity
4. Methodology Review & Ground-Truthing
5. TAC & How We will Work
6. Preliminary Analysis
7. Critical Questions
8. Next Steps
9. Wrap Up & Thanks

*Please refer to the agenda for greater detail.*



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## Transfer of Wealth



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## Philanthropic Opportunity

TOW is the inter-generational transfer of household wealth or estates.




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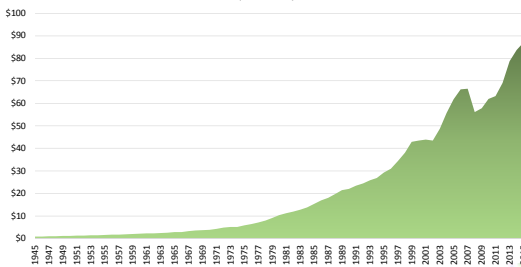
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## US Net Worth Trend

1945-2015  
(trillions \$)




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## Annual Rate of Growth for US Household Current Net Worth

Decade	Annual Growth Rate
1945-1950	3.47%
1950-1960	4.48%
1960-1970	4.09%
1970-1980	3.08%
1980-1990	3.47%
1990-2000	5.77%
2000-2010	-0.12%
2010-2015	+0.39%




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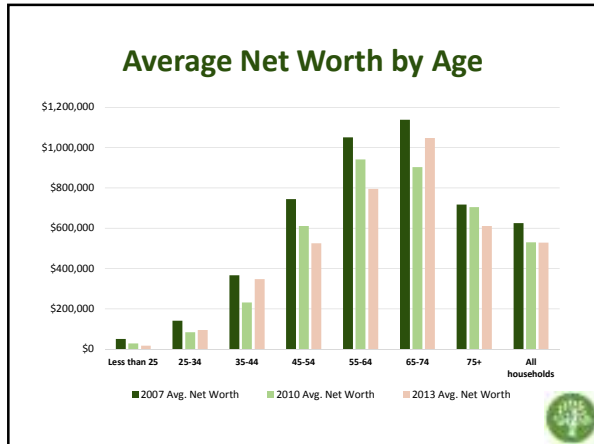
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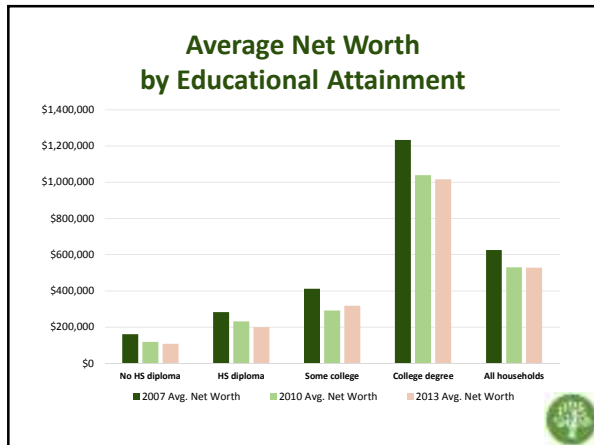
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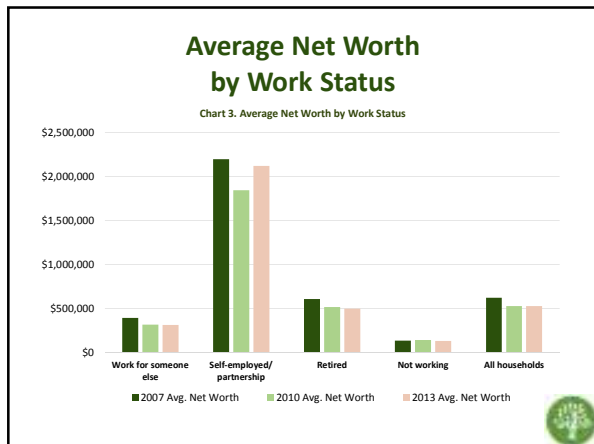
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## Methodology



Background Paper  
Historical Trends  
Population Forecasts  
Economic Scenarios  
Personal Income Scenarios  
Wealth Formation Scenarios  
Giveback Potential  
TOW Scenarios




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## Technical Advisory Committee (TAC) Members' Role

Share Knowledge | Test & Verify Findings | Help with Education

- Demographic patterns
- Economic development and wealth formation trends
- Wealth holding patterns within the community
- Unique populations like immigrants, Amish, unionization, etc.
- Historic and projected personal income trends
- Household income status (e.g., sources, extent)
- Real estate holdings and market valuations
- Asset holdings (e.g., home ownership, vacation homes)




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## About the Project

- Estimate household net worth in 2016
- Estimate 10-year (2016-2025) and 50-year (2016-2065) transfer of wealth opportunity
- Produce transfer of wealth timing charts
- Produce estate transfer charts
- Illustrate source of wealth in 2016 by asset types like property, investments, etc.




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### Online resource

<https://goo.gl/xFccDP>

Dana Williams – [dana@e2mail.org](mailto:dana@e2mail.org) or 402.323.7336



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### Questions & Discussion



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Center for Social Entrepreneurship



### Preliminary Analysis



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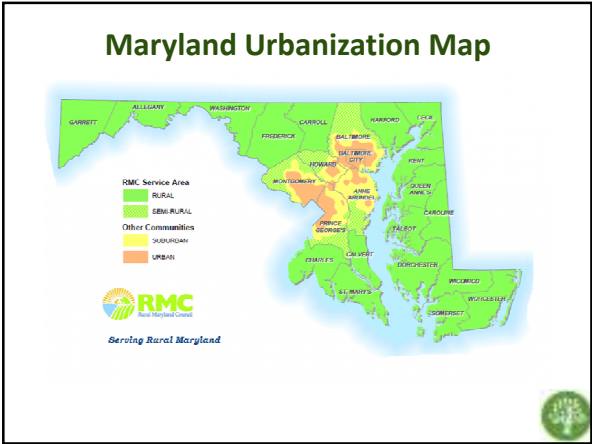
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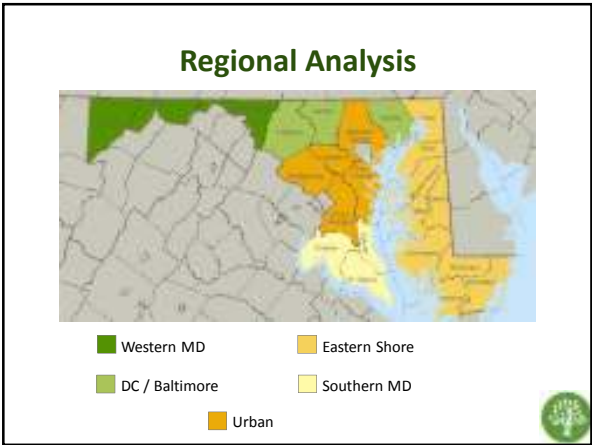
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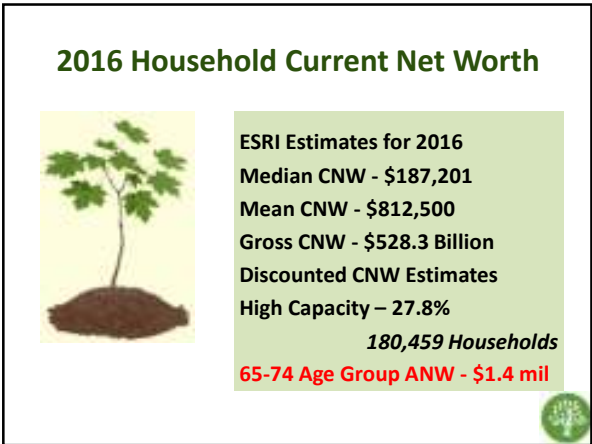
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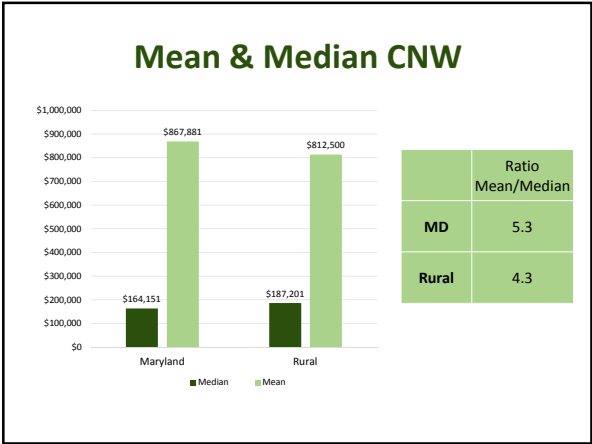
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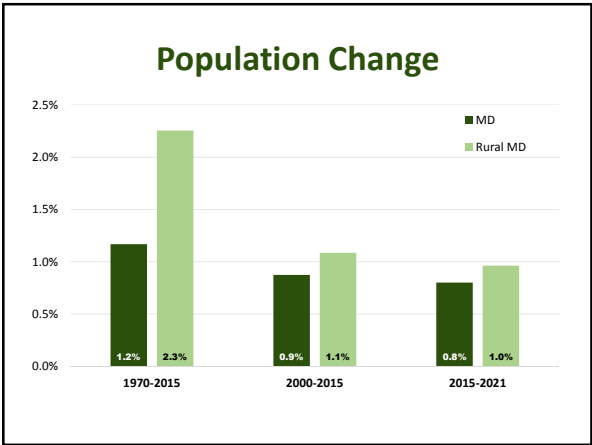
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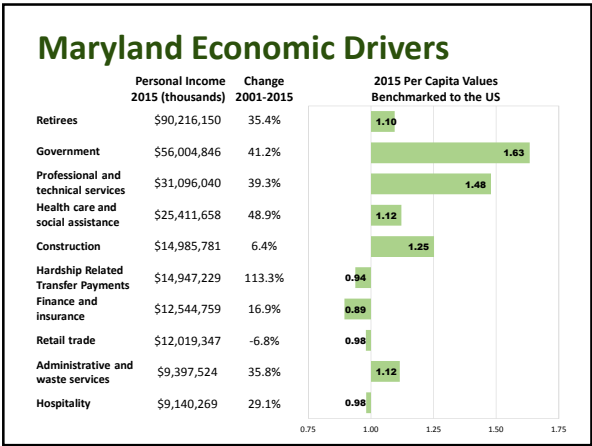
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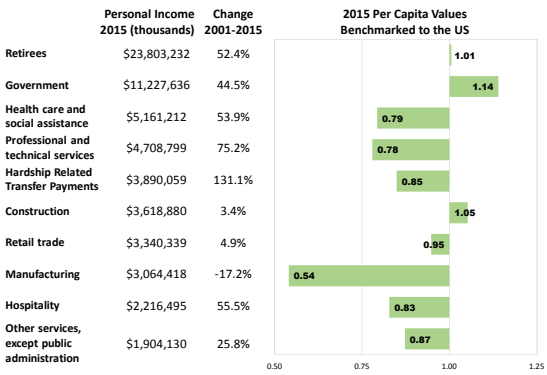
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## MD Rural Economic Drivers



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## Questions & Discussion



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## Critical Questions



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### Critical Questions



1. Demographic Changes?
2. Economic Changes?
3. Personal Income Changes?
4. Estate Wealth Formation?
5. Key Trends?
6. Curves in the Road?
7. Resources?



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### Questions & Discussion



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Center for Social  
Entrepreneurship



### Next Steps – Don

Wrap Up & Thanks - Charlotte



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## Project Schedule



February – Project Start  
March – Model Development  
    *March 28<sup>th</sup> – First TAC Meeting*  
April – Ground-Truthing  
    *Preliminary TOW Findings*  
May – Research & Refined Scenarios  
    *Second TAC Meeting*  
June – Final Findings  
    *Third TAC Webinar - Final Report*  
July – Project Closeout



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## Questions & Discussion



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## For More Information

Community Development Philanthropy  
*Transfer of Wealth*



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Cathy Kottwitz      [ckottwitz@gmail.com](mailto:ckottwitz@gmail.com)  
Dana Williams      [dana@e2mail.org](mailto:dana@e2mail.org)

[www.energizingentrepreneurs.org](http://www.energizingentrepreneurs.org)



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